

RJ REYNOLDS

TOBACCO COMPANY

S. G. STEEN
Regional Operations Mgr

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July 11, 1994

RJR Account #091800
Mr. G. Burns
CAPITAL CANDY CO., INC.

August VAP Monthly Promotion (#400180): Camel B3GF Tin W/ Matches

Dear George:

We have ordered regular product, as listed, to cover our August 1994 automatic monthly display shipment for participating retail accounts. **58** SKUS of Camel Tins have also been ordered in conjunction with this promotion. Specific details are listed:

(6M Cases)	Case UPC
6 Camel Fil Box	12300-10306
6 Camel Lt Box	12300-10706
Product / Premium Arrival:	July 22, 1994
Ship Date to Retail:	Week of August 1, 1994
SKU CUBE:	1.6774
SKU WT (w/o Product):	20.000 lbs
Retail Sales Offer per Sku:	20
EFT \$ Amount:	\$N/A
NON-EFT \$ Amount:	\$3,897.48

Promotion Description: Utilize self-contained shipper. Shipper has 20 Camel Joe's auto load racing matchset tin w/matches, Cash V Catalog, Mini SME Catalog, VIP Club Membership. Three (3) cartons each style; Camel Filter Box, Camel Light Box, should be loaded into the 20-pack shipper displays and sent to retail. Consumer purchases three (3) packs of Camel and receives a *Camel Joe Racing Tin* free.

IMPORTANT NOTE: TWO (2) shipper displays should be sent to each retail account for this Promotion. (This is a change from previous monthly promotions which require one (1) display per account.)

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Camel B3GFP
CAPITAL CANDY CO., INC.

Attached is a list of accounts authorized to receive the packed displays. RJR will reimburse you \$28.00 per Live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$168.00 (6 (12M) cases @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

S. G. Steen
Regional Operations Manager
SGS/jc
cc: R. Tanchyk

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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